



700-038^{Q&As}

Advanced Collaboration Architecture Field Engineer Exam

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QUESTION 1

Which three building blocks of the business model canvas help to achieve efficiency? (Choose three.)

- A. revenue streams
- B. key partners
- C. key resources
- D. channels
- E. cost structure
- F. customer segments

Correct Answer: BCE

QUESTION 2

Which two options are characteristics of Cisco collaboration cloud-based solutions? (Choose two.)

- A. private cloud collaboration solution
- B. data center interconnected solution
- C. hosted collaboration solution partner cloud
- D. security intelligence operations
- E. integrated computed stacks

Correct Answer: AC

QUESTION 3

Which option leads to the development of high-level and detailed customer designs?

- A. mapping collaboration maps with the Cisco Collaboration Architecture solutions
- B. mapping collaboration maps with the customer's existing solutions
- C. mapping collaboration maps with the customer assessment procedure
- D. mapping collaboration maps with the customer business model

Correct Answer: A



QUESTION 4

The customer satisfaction index is an important business Key Performance Indicator Which building block of the business model references that KPI?

- A. customer segments
- B. key activities
- C. CRM
- D. channels

Correct Answer: C

QUESTION 5

In terms of collaboration, which elements of the typical workday does a properly implemented collaboration architecture affect?

- A. processes, culture, and technology
- B. making sure that technology fulfills the requirements and expectations
- C. processes mapping to the technology and culture
- D. behavioral change influencing the right solution
- E. customer trust, technology and validated designs

Correct Answer: A

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